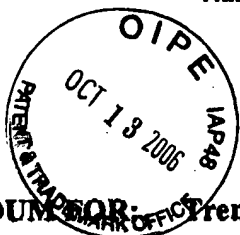




DEPARTMENT OF VETERANS AFFAIRS

**Ralph H. Johnson Medical Center
109 Bee Street
Charleston SC 29401-5799**



In Reply Refer To:

MEMORANDUM FOR: Tremco Performance Warranty

SUBJECT: Charleston VA Medical Center Patent Declaration

1. My name is Jim Brennan, and I am the Supervisor General Engineer for the Charleston VA Medical Center in charge of Planning and Construction. I have been in the building management engineering position for the last 15 years, and previous to that have 7 years of design engineering experience. I graduated from an accredited college with a Bachelor of Science in Mechanical Engineering.
2. I have worked at various facilities throughout my career with first hand knowledge of having roof leakage problems. During my current role, I replaced 90% of the major roofs on the VA medical center covering a footprint of 5 acres and several hundred thousand of square feet of roofing.
3. The Tremco Performance Warrant (TPW) was first introduced to the VA Medical Center in the year 2000. Prior to the TPW, our primary method to alleviate roofs leaks was costly and reactive. Furthermore, based on this traditional approach, we acquired roofing contractors based on the lowest bidder versus long-term solutions. The VA roof product and service decisions were based on price and the scope of warranties offered by the material supplies and their installers. Unfortunately, these warranties were limited and intentionally designed to minimize risk and liability on part of the warranty providers themselves. Despite our efforts, the traditional approach did not meet our needs. In order to extend the performance of our roofing systems, we contracted our roofing projects through Tremco, Inc utilizing the Tremco Performance Warranty (TPW).
4. To illustrate TPW's success, the VA Medical Center was able to extend the service life of our facilities, build a quality roofing program, and transfer the risk for maintaining the roofing assets, allowing us to perform other duties and services to improve services to the veterans. Ability to pinpoint cost savings generated from TPW's novel 4-step approach (comprehensive roof assessment, upgrade roofs to a start-up standard, maintenance and housekeeping, emergency leak response, shift of responsibility and financial risk) impressed me the most.
5. The TPW shifted the responsibility and financial risk of a roof's performance from the VA to Tremco. Equally important, TPW provided predictability, extended the life of roofs and allowed me to plan roof asset management, generating savings in capital expenditures. Previously, the technical responsibility and financial risk remained with the VA because of the set-up with other warranties. Often times, the engineering manager of the VA was involved with disputes between the contractors, material supplier, and building engineers over who was responsible for any failures or problems with a roof. Also, the warranties only came into affect after a failure whereas the TPW is implemented for routine maintenance and repairs on a roofs as a part of their warranty. Under the TPW, Tremco assumes 100% of the risk from the VA and Tremco is solely responsible for any roofing issues that result from the work being performed. Tremco shows up promptly and does all of the maintenance work without any questions or arguments over the issues.

6. The benefits of establishing a TPW program for this VA medical center is that it allows for a planned, organized approach to managing capital expenditures as well as saves money for the long term maintenance. Thus, the VA medical center has the means to obtain cost avoidance and maintenance life cost savings, while also assuring the peace of mind of excellent performance and no leakage for the VA Medical Center. The Tremco Performance Warranty roof asset management methodology is one of a kind, state of the art warranty system that is independent of anything known in the roofing business.

J. W. Brennan 8-8-2006
James W. Brennan